

Message Text

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PAGE 01 ACCRA 01764 110917Z
ACTION AF-08

INFO OCT-01 ISO-00 EB-08 /017 W
-----110918Z 121786 /22

R 101457Z MAR 77
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6904

UNCLAS ACCRA 1764

E.O. 11652: NA
AGS: BEXP GH
SUBJECT: WTRD/FTI - HOLMAN RBOTHERS (GHANA) LTD.

REF: USDOC 01873

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: 0007600

4. HOLMAN BROTHERS (GHANA) LTD.
4A. CODE: K. 4B. CODE: A

5. P.O. BOX 3309; ACHIMOTA RAILWAY DEPOT

6. ACCRA, GHANA

7. EST: 1932 8. EMPL: 63 9. SIZE: (19-X) LARGE

10. REPUTATION: (22-X) EXCELLENT

11B. SELLS PRODUCTS THROUGHTOUT GHANA; OFFICES, SPARE PARTS AND
ENGINEERING FACILITIES NEAR DOWNTOWN ACCRA AND AT TAORADI.

12. RPT. DATE: 03/77

13A. 35310/1235 AGT. DIST. IMP. OF CONSTRUCTION MACHINERY

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13B. 35320/1235 AGT. DIST. IMP. OF MINING MACHRY AND EQUIPMENT

13C. 35500/1235 AG. DIST. IMP. OF SPECIAL INDUSTRY MACHINERY

13D. 35600/1235 AGT. DIST. IMP. OF GENERAL INDUSTRIAL MACRY: PUMPS,
COMPRESSORS, DUST COLLECTION AND AIR PURIFICATION EQUIPMENT

13E. 35660/1235 AGT. DIST. IMP. OF SPEED CHANGERS, DRIVES AND GEARS,
MECHANICAL TRANSMISSION EQUIPMENT AND SUPPLIES

14. CONTACT: MR. ALFRED K. PENGELLY TITLE: MANAGING DIRECTOR

15. CABLE: AIRDRILL 16. TELEX: 2173 17. TEL: 77537

18. FINANCIAL REFS: BARCLAYS BANK OF GHANA LT., CIRCLE BRANCH,
P.O. BOX 3063; STANDARD BANK GHANA LTD., HIGH ST. BRANCH, P.O.
BOX 59; BOTH IN ACCRA.

19. TRADE REFS: BUCYRUS-ERIE CO., 1100 MILWAUKEE AVE., SO.
MILWAUKEE, WI. 53172; EIMCO CORP., 537 W. 6TH ST., SALT LAKE
CITY, UT. 84110; SPRAGUE AND HENWOOD, INC, LOVE RD.,
SCRANTON, PA. 18501.

20. MAJOR FOREIGN FIRMS REPRESENTED: DIST. FOR HOLMAN BROS. LTD.
(PARENT CO.), CAMBORNE, ENGLAND, OF COMPRESSORS, ROCK DRILLS,
SINCE 1932; FOR AVELING-BARFORD LTD., INVICTA WORKS, GRATHAM,
ENGLAND, OF ROAD ROLLERS, GRADERS AND DUMPERS, ACQ. 1946;
BUCYRUS-ERIE CO., P.O. BOX 555, SO. MILWAUKEE, WI. 53172, ALSO
FOR RUSTON-BUCYRUS LTD., LINCOLN, ENGLAND, OF CONSTRUCTION
MACHRY AND RELATED EQUIPMENT; FOR SPRAGUE AND HENWOOD, INC.,
BOX 446, SCRANTON, PA. 18501, OF DIAMOND CORE DRILLS AND
EQUIPMENT: EMICO CORP., P.O. BOX 300, SALT LAKE CITY, UT.
84110, MINING EQUIPMENT, ALL ACQ. 1960. DIST. FOR ENVIROTEC
CORP. EMICO BSP DIV., 3000 SAND HILL RD., MENLO PARK, CA. 94025,
OF WATER TREATMENT, INDUSTRIAL WASTE AND AIR CONTROL SYSTEMS:
BARFORDS OF BELTON LTD., BELTON, ENGLAND, OF DUMPERS, CONCRETE
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MIXERS, PUMPS; FOR FERREX INTL. INC., 253 BROADWAY, NEW YORK,
N.Y. 10007, OF LOG SKIDDERS, AGRIC. AND CONST. MACHINERY, AUTO-
MOTIVE SUPPLIES: VALVES, COUPLINGS, CLUTCHERS, GEARS, AND TRANS-
MISSION BELTS; FOR GOODWIN BARSBY AND CO. LTD., P.O. BOX 126,
LEICESTER, LE1, ENGLAND, OF QUARRY AND ROAD BUILDING PLANTS;
FOR J.K. SMIT AND SONS LTD., 22/24 ELY PLACE, LONDON, E.C.1,
ENGLAND, OF DIAMOND DRILLING ACCESSORIES AND BITS; ALSO FOR
DRESSER EUROPE S.A., BRACKNELL, BERKSHIRE, RG12 1RJ, ENGLAND,
OF PUMPS AND PNEUMATIC HAND TOOLS; ALL ACQ 10 TO 15 YEARS AGO.

21. FIRM IS ONE OF THREE LEADING COMPANIES THAT SPECIALIZE IN CON-
STRUCTION AND MINING MACHINERY. ESTABLISHED IN GHANA ABOUT 45
YEARS AGO, AS BRANCH OFFICE OF THE BRITISH PARENT COMPANY, IT
CATERED TO THE COMPARATIVELY SMALL MINING INDUSTRY. AT THAT
TIME HOIMAN (GHANA) WAS INCORPORATED AS WHOLLY-OWNED, AUTONO-
MUS SUBSIDIARY IN 1961 AND HAS EXPANDED INTO EARTH-MOVING,
CONSTRUCTION AND LOGGING EQUIPMENT. SALES ARE REPORTED TO HAVE
IMPROVED ANNUALLY DURING PAST FIVE YEARS, IN SPITE OF RELATIVELY
POOR TRADING CONDITIONS CREATED BY PERSISTENT FOREIGN

EXCHANGE CONSTRAINTS. MANAGEMENT CONSIDERED COMPETENT, REPUTABLE AND EXPERIENCED BY LOCAL BUSINESS SOURCES; BANKING REPORTS ACCORD FIRM HIGH CREDIT AND FINANCIAL RATING. EMBASSY RECOMMENDS HOLMAN (GHANA) AS SUITABLE TRADE CONTRACT FOR INTERESTED U.S. FIRMS.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD
AT: AMERICAN EMBASSY, ACCRA. SMITH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Copy: SINGLE
Sent Date: 10-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Unique ID: 00
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770375/aaaacnxb.tel
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Litigation History:
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3155569
Secure: OPEN
Status: NATIVE
Subject: WTRD/FTI - HOLMAN RBOTHERS (GHANA) LTD.
TAGS: BEXP, GH
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/c0bbd1ba-c288-dd11-92da-001cc4696bcc
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